

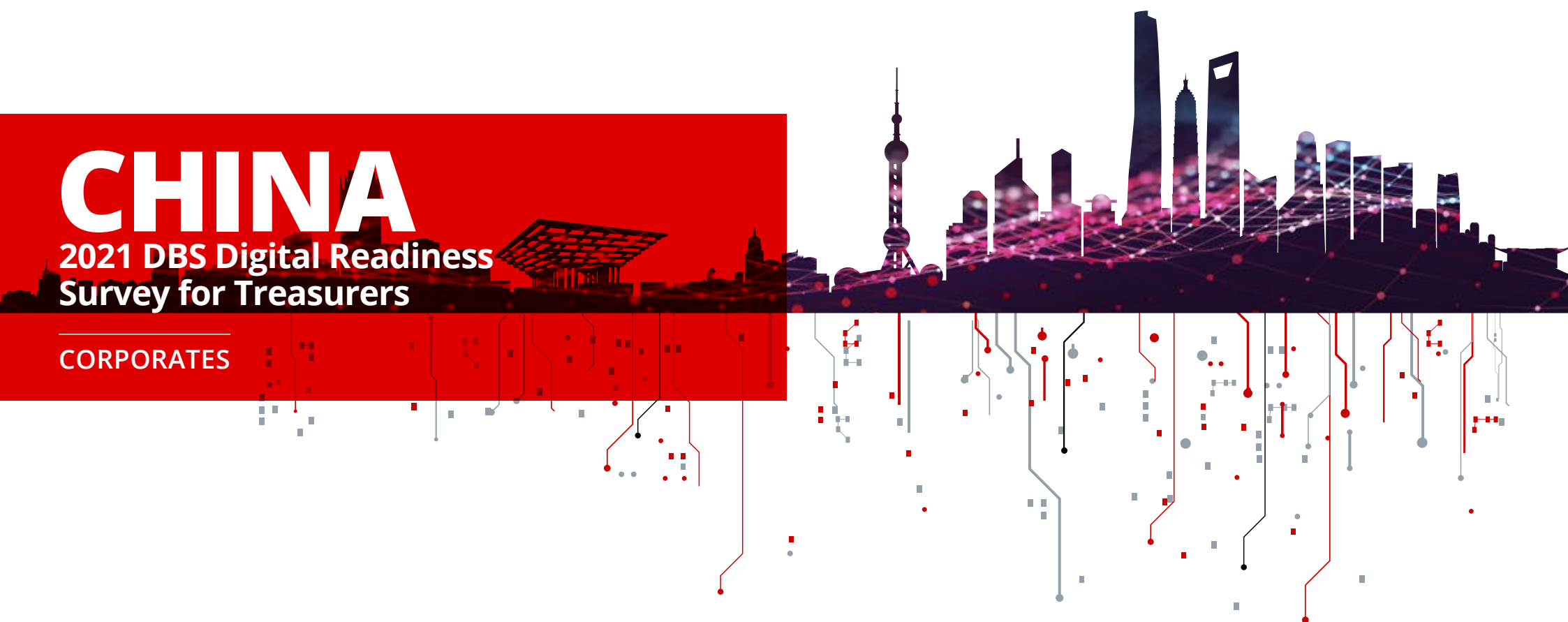


Live more,  
Bank less

# CHINA

2021 DBS Digital Readiness  
Survey for Treasurers

CORPORATES



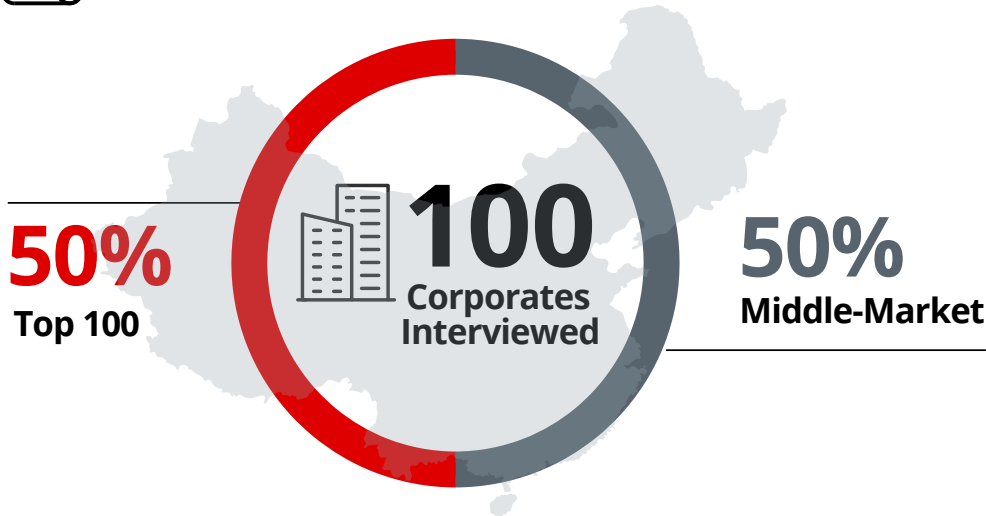


## About The Survey

DBS has partnered East and Partners (East) to continue its Digital Readiness Survey for the third round. This research, designed to chart the progress in businesses' efforts in all things digital, is based on direct interviews with 1,503 treasurers from the Top 100 revenue ranked corporates (US\$1.0Bn plus revenue equivalent) and middle-market companies (US\$200Mn-1.0Bn revenue equivalent) across US, UK and 13 markets in Asia Pacific including Australia, China, India, Indonesia, Japan, Hong Kong, Malaysia, Philippines, Singapore, South Korea, Taiwan, Thailand and Vietnam. Here we take a closer look at the China market and a snapshot of its corporates on the digital journey.

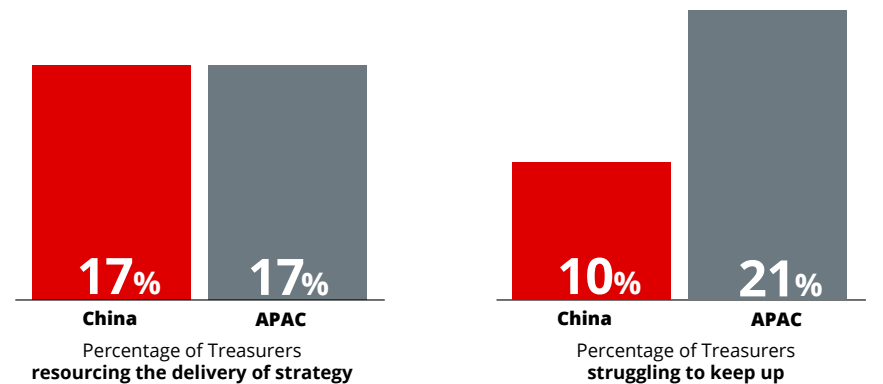


## Profile Of Survey Respondents In China



## Treasurers Are Confident In Ability To Digitalise

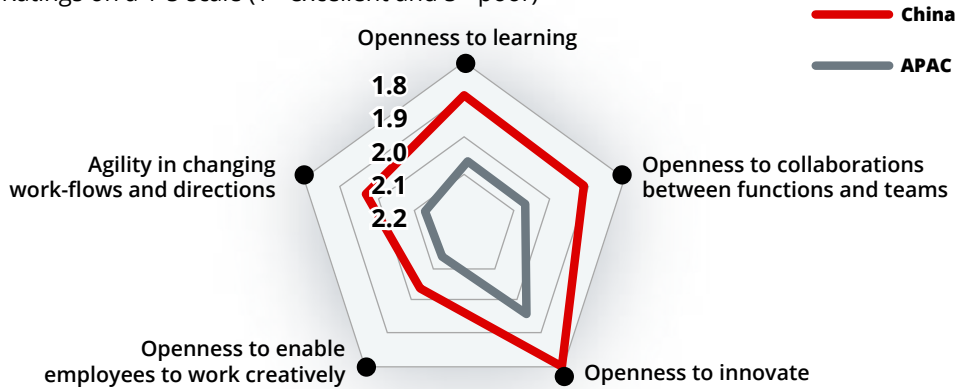
### State Of Digital Readiness



## Agility And Openness Drive Digitalisation

### Five Key Digitalisation Receptiveness Factors

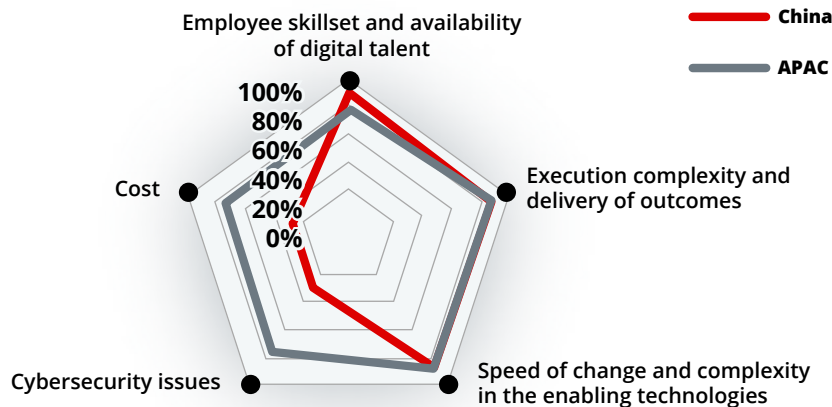
Ratings on a 1-5 scale (1= excellent and 5= poor)



## Cost And Cybersecurity Are Less Of A Barrier

### Top Five Barriers To Digitalisation

% of corporates nominating each factor



## Digitalisation Of Sales & Distribution Is The Key Investment

### Digital Applications And Investments



Corporates are investing in new technology solutions for **finance and banking requirements**

**71%**

Trade and Supply Chain Financing

**57%**

Cross-Border Payments and FX

**41%**

Risk and Compliance Reporting



Corporates are investing in new technology solutions for **broader business areas**

**86%**

Sales and Distribution

**69%**

Procurement and Supply Chain Management

**63%**

Back Office Operations

“

It's almost all externally resourced; we've used our home bank to help with the strategy in treasury and resourced implementation with outside contractors – actually is working very well.

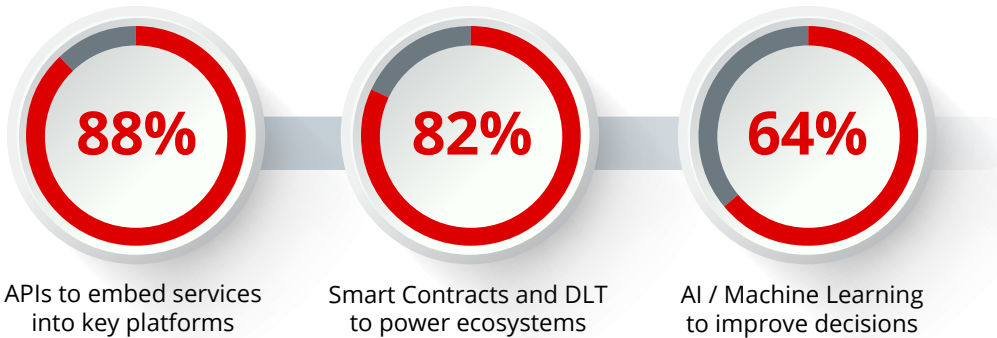
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- CFO, US\$5.5Bn, US-Mainland China, Auto Group



## APIs Is The Most Valued Technology

### Top Three Most Valuable Technologies Being Employed

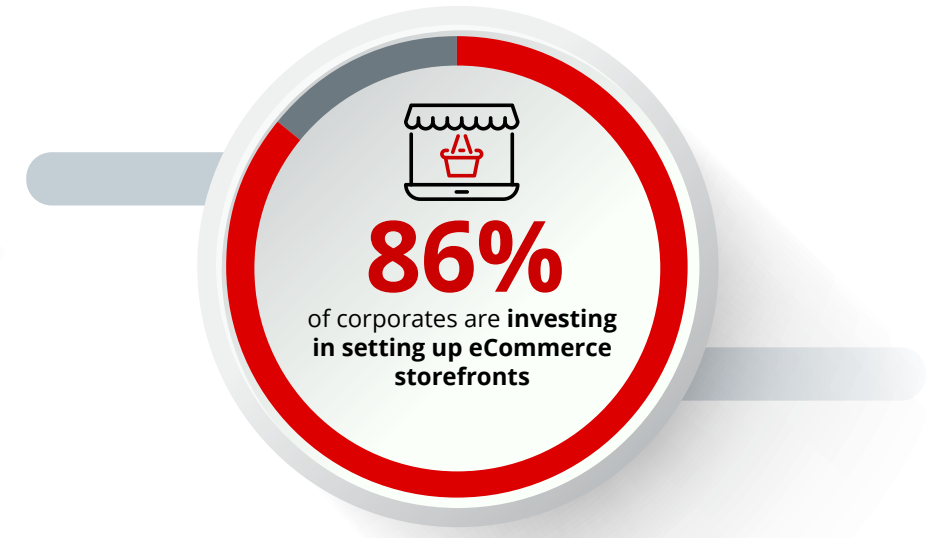


## Connectivity To Banks Via APIs Is Pervasive

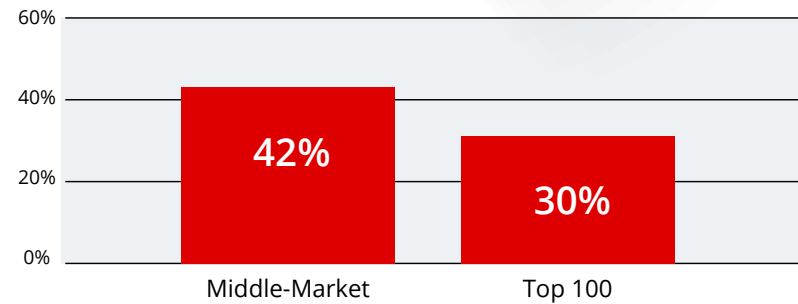
### Bank Connectivity Now And In 12 Months



## Ecommerce Surges Through The Pandemic



### % of overall revenues derived from eCommerce





## Early Indications Of ESG Technology Investment



### Top Three Drivers Of ESG Digitalisation



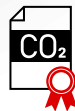
**78%**

Mapping against project financing requirements



**57%**

Matching investor requirements



**35%**

Carbon credits trading

“ The sheer pace of change in some of these enabling technologies cause us grief – you make a call on one approach only to uncover a better one a few months later. ”

- Corporate Treasurer, US\$10.0Bn, China, Logistics Group



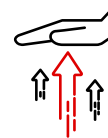
## Cost Efficiency KPIs Remain King

### Top Three KPIs To Evaluate ROI From Digital Transformation



## Digital Inactivity Will Constrain Growth Plans

### Top Three Greatest Costs / Risks To The Organisation Of Not Digitalising



**91%**

Constrain growth plans



**84%**

Harder to execute new strategies



**78%**

Talent retention and engagement



## Banks To Play Increasing Role In Digital Implementations

### Top Three Areas Of Guidance Treasurers Are Looking For From Their Banks



“ The banks seem a lot further down this digitisation track than we are; we’ve been leveraging their knowledge to help get started and are finding their experience with other customers especially useful. ”

- Treasurer, US\$900Mn, China, Labour Contracting Group

For more information, the full results of the Digital Readiness Survey is available [here](#).

